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# ANNUAL AUDITED REPORT **FORM X-17A-5 PART III**

**FACING PAGE** Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

REPORT FOR THE PERIOD BEGINNING	10/01/14	AND ENDING 09/	30/15
	MM/DD/YY		MM/DD/YY
A. RE	GISTRANT IDENTIFI	CATION	
NAME OF BROKER-DEALER: Alli	son-Williams Company	,	OFFICIAL USE ONLY
ADDRESS OF PRINCIPAL PLACE OF BU	SINESS: (Do not use P.O. B	ox No.)	FIRM I.D. NO.
90 So 7th Street, Suite 3850			
	(No. and Street)		
Minneapolis	MN	5	55402
(City)	(State)	(2	Cip Code)
NAME AND TELEPHONE NUMBER OF P Julie Cahoy	ERSON TO CONTACT IN F	REGARD TO THIS REP 612-317-4701	ORT
			(Area Code – Telephone Number)
B. ACC	COUNTANT IDENTIFI	CATION	-
INDEPENDENT PUBLIC ACCOUNTANT RSM US LLP	whose opinion is contained in	this Report*	
	(Name - if individual, state last, fi	irst, middle name)	
801 Nicollet Ave, Suite 1100	Minneapolis	MN	55402
(Address)	(City)	(State)	(Zip Code)
CHECK ONE:			
Certified Public Accountant			
☐ Public Accountant			
☐ Accountant not resident in Uni	ited States or any of its posse	ssions.	
	FOR OFFICIAL USE O	NLY	

\*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See Section 240.17a-5(e)(2)



### OATH OR AFFIRMATION

I, Gregory A. Larson	, swear (or affirm) that, to the best of
my knowledge and belief the accompanying finar Allison-Williams Company	ncial statement and supporting schedules pertaining to the firm of
of September 30	, 20 15 , are true and correct. I further swear (or affirm) that
neither the company nor any partner, proprietor, classified solely as that of a customer, except as f	principal officer or director has any proprietary interest in any account
	Signature
Julie A. Cahoy Notary Public - Minnesota My Commission Expires 1/31/20  Notary Public	EVP, CEO Title
<ul> <li>☐ (f) Statement of Changes in Liabilities Subo</li> <li>☐ (g) Computation of Net Capital.</li> <li>☐ (h) Computation for Determination of Reserved</li> <li>☐ (i) Information Relating to the Possession of the Possession o</li></ul>	tion. quity or Partners' or Sole Proprietors' Capital. rdinated to Claims of Creditors.  ve Requirements Pursuant to Rule 15c3-3. Control Requirements Under Rule 15c3-3.
Computation for Determination of the Re	explanation of the Computation of Net Capital Under Rule 15c3-1 and the serve Requirements Under Exhibit A of Rule 15c3-3.  Il unaudited Statements of Financial Condition with respect to methods of
(o) Independent auditor's report on internal con	cies found to exist or found to have existed since the date of the previous audit.

Statement of Financial Condition Report September 30, 2015

Filed as PUBLIC information pursuant to Rule 17a-5(d) under the Securities Exchange Act of 1934

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RSM US LLP

# Report of Independent Registered Public Accounting Firm

To the Board of Directors Allison-Williams Company Minneapolis, Minnesota

We have audited the accompanying statement of financial condition of Allison-Williams Company (the Company) as of September 30, 2015, and the related notes (the financial statement). This financial statement is the responsibility of the Company's management. Our responsibility is to express an opinion on this financial statement based on our audit.

We conducted our audit in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statement is free of material misstatement. Our audit included consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control over financial reporting. Accordingly, we express no such opinion. An audit also includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statement referred to above presents fairly, in all material respects, the financial position of Allison-Williams Company as of September 30, 2015, in conformity with accounting principles generally accepted in the United States.

RSML US LLP

Minneapolis, Minnesota November 25, 2015

# Statement of Financial Condition September 30, 2015

Assets	 
Cash (Note 2) Receivable From Clearing Broker/Dealer (Note 2) Security Deposits and Prepaid Expenses Receivables and Accrued Receivables Furniture, Equipment and Leasehold Improvements, at cost, less accumulated depreciation and amortization of \$886,521	\$ 139,450 27,839 24,275 7,368 7,065 205,997
Liabilities and Stockholder's Equity	
Liabilities Accounts payable and accrued expenses	\$ 37,350
Commitments (Note 3)	
Stockholder's Equity Common stock, par value \$0.25 per share; authorized 2,000,000 shares; issued 845,149 shares Additional paid-in capital Accumulated deficit	 211,287 1,259,956 (1,302,596) 168,647 205,997

See Notes to Financial Statements.

### **Notes to Statement of Financial Condition**

## Note 1. Nature of Business and Significant Accounting Policies

Nature of business: Allison-Williams Company (the Company), a Minnesota corporation, is a broker/dealer registered with the Securities and Exchange Commission (SEC) and is a member of the Financial Industry Regulatory Authority (FINRA) and the Securities Investor Protection Corporation (SIPC), whose primary business operations include providing services to institutional investors throughout the United States in the fixed-income securities secondary market. The Company receives revenues from principal transactions for fees from commissions paid on private placement of debt securities and consulting fees for private placement services for raising capital and introducing investors. The Company is a wholly owned subsidiary of B&T Capital, Inc.

The Company operates under the provisions of paragraph (k)(2)(ii) of Rule 15c3-3 of the Securities Exchange Act of 1934 and, accordingly, is exempt from the remaining provisions of that rule. Essentially, the requirements of paragraph (k)(2)(ii) provide that the Company will clear all transactions on behalf of customers on a fully disclosed basis with a clearing broker/dealer and promptly transmit all customer funds and securities to the clearing broker/dealer. The clearing broker/dealer carries all of the accounts of the customers and maintains and preserves all related books and records as are customarily kept by a clearing broker/dealer. The Company does maintain a special reserve account which is further discussed in Note 2.

**Financial condition:** The Company has incurred operating losses as reflected in the accumulated deficit of \$1.3 million as of September 30, 2015. Capital needs of the Company have been met through capital contributions by B&T Capital, Inc. The Company's future capital requirements will be influenced by numerous factors as management has placed a greater reliance on the Company's traditional core business, institutional investment banking for private lower and middle market companies. Management is focused on business activities with tighter margins but higher market acceptance in an effort to increase business flow, creating more predictable outcomes and accretive operating results. The Company may continue to need additional capital contributions from B&T Capital, Inc.

Management believes these actions will enable the Company to both address its pending obligations, improve future profitability and cash flow in its operations. As a result, the financial statements do not include any adjustments to reflect the possible future effects on the recoverability and classification of assets or the amounts and classification of liabilities that may result from the outcome of the Company's activity to continue as a going concern. However, there can be no assurance that the Company will achieve or sustain profitability or positive cash flow from its operations. The accompanying financial statements do not include any adjustments that may result if the Company is unable to continue as a going concern.

**Significant accounting policies and use of estimates:** The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from these estimates.

**Cash:** The Company maintains cash in bank deposit accounts that, at times, may exceed federally insured limits. The Company has not experienced any losses in such accounts.

**Revenue recognition:** Securities transactions are recorded on a trade date basis, as if they had settled. Profit and loss arising from all securities transactions entered into the account of the Company are recorded on a trade-date basis. Revenues from other investment banking services and corporate finance transactions are recognized on the closing date.

### **Notes to Statement of Financial Condition**

# Note 1. Nature of Business and Significant Accounting Policies (Continued)

**Depreciation:** Furniture and equipment are depreciated using the straight-line method over estimated useful lives of five years. Leasehold improvements are amortized over the life of the lease or the useful life of the improvements whichever is shorter.

**Operating lease:** The Company has a noncancelable operating lease for their office space. The agreement had the option to take a rent reduction for a period of time or to be reimbursed for leasehold improvements. The Company elected to take the rent reduction and pay a reduced rent for a period of time. The Company has determined the monthly rent expense on a straight-line basis over the term of the lease and has recorded a deferred rent amount in prepaid expenses based on the difference between the straight-line rent expense and amount of cash paid.

**Income taxes:** The Company is a member of a group of affiliated companies that file a consolidated federal income tax return. For financial reporting purposes, each of the companies in the affiliated group is allocated its share of the federal tax liability or benefit on the basis of its taxable income or loss. The Company and its affiliates file certain state income tax returns separately from the consolidated group.

Deferred taxes are provided on an asset and liability method whereby deferred tax assets are recognized for deductible temporary differences and operating loss and tax credit carryforwards, and deferred tax liabilities are recognized for taxable temporary differences. Temporary differences are the differences between the reported amounts of assets and liabilities and their tax bases. Deferred tax assets are reduced by a valuation allowance when, in the opinion of management, some portion of the deferred tax assets may not be realized. Deferred tax assets and liabilities are adjusted for the effects of changes in tax laws and rates on the date of enactment.

The Accounting for Uncertainty in Income Taxes topic of the FASB Accounting Standards Codification (ASC) addresses the determination of whether tax benefits claimed or expected to be claimed on a tax return should be recorded in the financial statements. Under this guidance, the Company may recognize the tax benefit from an uncertain tax position only if it is more likely than not that the tax position will be sustained on examination by taxing authorities, based on the technical merits of the position.

Management evaluated the Company's tax positions and concluded that the Company had taken no uncertain tax positions that require adjustment to the financial statements to comply with the provisions of this standard.

The Company files tax returns in U.S. federal and various state jurisdictions. With few exceptions, the Company is no longer subject to income tax examinations by the U.S. federal or state tax authorities for years before 2010.

Net deferred tax assets consist of the following components as of September 30, 2015:

Deferred tax assets:  Net operating loss carryforwards  Other	\$ 645,000 4,000	
one.	649,000	
Less valuation allowance	(649,000) \$ -	

The Company recorded a valuation allowance on the deferred tax assets to reduce the total to an amount that management believes will ultimately be realized. Realization of deferred tax assets is dependent upon sufficient future taxable income during the period that deductible temporary differences and

#### **Notes to Statement of Financial Condition**

#### Note 1. Nature of Business and Significant Accounting Policies (Continued)

carryforwards are expected to be available to reduce taxable income. The valuation allowance increased by \$154,000 during the year ending September 30, 2015 which amount offsets the estimated tax benefits of the current year net operating loss.

At September 30, 2015, the Company has available net operating loss carryforwards for tax purposes of approximately \$1,611,000, which expire in varying amounts through 2035.

**Subsequent events:** The Company has considered subsequent events through November 25, 2015, the date the financial statements were available, in preparing the financial statements and notes thereto.

#### Note 2. Cash Segregated Under Federal and Other Regulations

In accordance with provisions of Rule 15c3-3 of the Securities Exchange Act of 1934, the Company may be required to maintain amounts segregated in "special reserve bank accounts for exclusive benefit of customers." At September 30, 2015, no amounts were required to be on deposit in these special reserve bank accounts. The Company had \$10,100 on deposit in this account at September 30, 2015, and, accordingly, the entire amount of \$10,100 was available for immediate withdrawal. This has been included for the purpose of the Company's net capital calculation.

The Company maintains a trade settlement account with a clearing broker/dealer in connection with its membership in a clearing organization. Funds totaling \$25,000 were required to be on deposit at September 30, 2015, and are included in the receivable from clearing broker/dealer balance on the statement of financial condition. This has been included for the purpose of the Compnay's net capital calculation.

#### Note 3. Commitments and Contingencies

Net capital requirements: The Company is subject to the Securities and Exchange Commission's Uniform Net Capital Rule (SEC Rule 15c3-1), which requires the maintenance of a minimum amount of net capital and requires the ratio of aggregate indebtedness to net capital, both as defined, shall not exceed 15-to-1. The rule also provides that equity capital may not be withdrawn or cash dividends paid if the resulting net capital ratio would exceed 10-to-1. As described in Note 1, the Company operates under the exemptive provisions of paragraph (k)(2)(ii) of Rule 15c3-3 and is required to maintain minimum net capital of \$50,000. Net capital and the related net capital ratio fluctuate on a daily basis; however, at September 30, 2015, the net capital ratio, net capital, and excess net capital were as follows:

Net capital ratio	0.2874:1
Net capital	\$ 129,939
Excess net capital	79,939

**Lease:** The Company leases office space under a noncancelable operating lease, which expires August 31, 2017. In addition to the base rent payment, the Company pays a monthly allocation of the building's operating expenses. The Company has a sublease agreement with a third party whereby the Company rents excess office space in exchange for rents equal to 15 percent of the existing lease. The Company had \$15,042 of deferred rent included in prepaid expenses at September 30, 2015. The Company had a security deposit in the amount of \$8,580 included in security deposits at September 30,

## **Notes to Statement of Financial Condition**

### Note 3. Commitments and Contingencies(Continued)

2015. The Company's minimum rental commitments, net of sublease rental income as of September 30 are as follows:

Years Ending September 30	Amount	
2016	124,121 175,723	
2017	\$ 299,844	

Off-balance-sheet risk: As discussed in Note 1, the Company's customers' securities transactions are introduced on a fully disclosed basis with its clearing broker/dealer. The clearing broker/dealer carries all of the accounts of the customers of the Company and is responsible for execution, collection and payment of funds, and receipt and delivery of securities relative to customer transactions. Off-balance-sheet risk exists with respect to these transactions due to the possibility that customers may be unable to fulfill their contractual commitments wherein the clearing broker/dealer may charge any losses it incurs to the Company. The Company seeks to minimize this risk through procedures designed to monitor the creditworthiness of its customers and that customer transactions are executed properly by the clearing broker/dealer.

# Note 3. Commitments and Contingencies (Continued)

Concentrations of credit risk: The Company is engaged in various trading and brokerage activities in which counterparties primarily include broker/dealers, banks and other financial institutions. In the event counterparties do not fulfill their obligations, the Company may be exposed to risk. The risk of default depends on the creditworthiness of the counterparty or issuer of the instrument. It is the Company's policy to review, as necessary, the credit standing of each counterparty.

Indemnifications: In the normal course of its business, the Company indemnifies and guarantees certain service providers, such as clearing and custody agents, trustees and administrators, against specified potential losses in connection with their acting as an agent of, or providing services to, the Company or its affiliates. The Company also indemnifies some clients against potential losses incurred in the event specified third-party service providers, including subcustodians and third-party brokers, improperly execute transactions. The maximum potential amount of future payments that the Company could be required to make under these indemnifications cannot be estimated. However, the Company believes that it is unlikely it will have to make material payments under these arrangements and has not recorded any contingent liability in the financial statements for these indemnifications.

### Note 4. Related Party Transactions

The Company earned a finders fee of \$3,750 for capital provided by a related party to one of its investment banking customers during the year ended September 30, 2015. The Company's President and stockholder of its parent company serves on the board of directors of the related party.